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On the cover: Workmen in Texas ready FEMA generators bound for communities affected by Hurricane Rita. EGSA's John Kelly recently met with FEMA personnel in an effort to raise the Association's profile. For more, turn to page 14 (Bob McMillan/FEMA Photo).



Details on the 2006 EGSA Fall Technical & Marketing Conference have recently been announced. For details, see page 24.

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✓ EGSA 2006 Fall Technical & Marketing Conference

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Speakers will cover business and technical aspects of On-Site Power Generation and current industry trends. For information, visit www.egsa.org or call (561) 750-5575.

✓ EGSA 2007 Annual Spring Convention

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Powerline is published six times per year on a bi-monthly basis. Articles and information submitted for publication should be forwarded to the attention of the Editor at the address above 30 days prior to publication. Technical articles and articles of general interest to the electrical generation industry are actively sought and encouraged. *Powerline* reserves the right to limit information appearing in its pages to that which, in its sole discretion, will reflect positively on EGSA and the industry which it serves.

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From the Top

Dale Slemp, 2006 EGSA President

Business is Good, But Don't Rest on Those Laurels Just Yet!



Mid-year is traditionally the time when EGSA Presidents review the past few months, assess the progress that has been made and set their sights on what's to come. Looking back, I would have to say that the past 18 months have been good to the industry and to EGSA as well. In fact, the past six months have seen a surge in EGSA membership as On-Site Power professionals continue to recognize and embrace the numerous advantages that EGSA membership provides. But membership is not just useful and important during the boom times. In fact, it's probably even more important in the down times. Why? Because your membership puts you in touch with the key players in the industry—the men and women who've been through the highs and lows of this industry and know how to stay the course no matter what the weather. And, it delivers industry data—such as the *Quarterly Gen-set Ship-ment Survey*—right into your hands so you can track where the market has just been and where it's going.

Right now, things are looking pretty good for our industry. Growth is modest, but steady, and prospects for the future look similarly secure. That said, it's more important than ever to be prepared for

the next slump or downturn—when and if it occurs. Keeping your fingers on the pulse of the industry and staying abreast of the latest trends, technology advancements and product launches will go a long way towards keeping your company

EGSA membership is not just useful and important during the boom times. In fact, it's probably even more important in the down times.

“fighting fit” for whatever the economy can throw at you.

That's why it's essential that you make the most of your membership and the opportunities it affords you. I urge you to attend the upcoming Fall Technical & Marketing Conference. Looking for ways to extend diesel generator run times? Learn how bi-fuel technologies can decrease diesel fuel consumption rates

by up to 70% and effectively increase generator run time by a factor of four. Interested in green/renewable technologies? Learn how you can convert residual food processing wastes into methane to fuel co-generation projects.

Topics such as these can blaze a trail for any company to follow well into the next decade. And, the Fall Conference affords you ample time to meet face-to-face with your peers and talk shop. After all, networking can be crucial to your success in this industry. Never underestimate its value, and don't forgo the many networking opportunities that EGSA conferences and conventions provide!

We've included information on each of the scheduled educational sessions elsewhere in this issue of Powerline. Take a look at what this Fall Conference has to offer. I'm confident that most—if not all—of the scheduled sessions will engage your interest and arm you with the kind of business and industry information you're seeking to prepare your firm for the next 18 months. Don't rest on those laurels just yet—there's still a lot of business out there! ■

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Education

George Rowley, EGSA Director of Education

EGSA Certification Test Study Guides Are Now Available!



The EGSA Electrical Generator Systems Technician Certification program became operational in mid-April with the publication of the certification test Study Guide. The Guide will help techs prepare to take, and pass, the certification test. **And what a Study Guide it is!!!**

Each person who uses the Guide will be able to clearly see, first hand, the results of their study efforts and will see items that might be encountered on the test. Through almost 200 multiple choice test questions that 'mimic' the certification test, the guide is organized so that the twelve duty areas and 61 tasks that serve as the basis for the certification test are clearly identified.

Each person who uses the Guide will be able to clearly see, firsthand, the results of their study efforts and will see items that might be encountered on the test.

But we know that knowing the correct answers to the questions is just as important as knowing what the questions will be like. That is why we included the correct answer to each question, and in most cases, there is an explanation as to why the choices are correct or incorrect. And through general and specific references to EGSA's *On-Site Power Generation: A Reference Book* and the other textbooks and on-line sources cited in the guide, those using the Guide will be able to locate information that is related to the duty areas and tasks. The guide also includes two pages of commonly used formulas.

Continued on page 10

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Education

Continued from page 8

Clearly, the Study Guide is a valuable tool and learning aid that will help every technician prepare for the test. It is also an excellent way to validate your existing knowledge and to learn more.

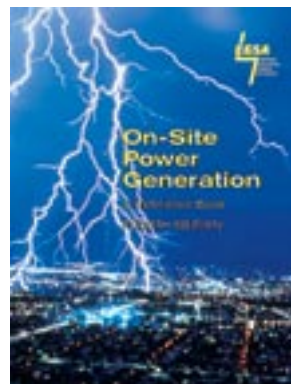
Ferris State University (located in Big Rapids, MI) is administering the Certification Program for EGSA, and certification-related materials are available through Ferris only. You can purchase Study Guides (\$35 EGSA members, \$75 non-members) and order Certification Tests (\$160 EGSA members; \$425 non-members) by sending Ferris a Test Application/Order Form.

A copy of the form may be found on the opposite page (page 11) of this issue of *Powerline*. You can also download a form from our web site at www.egsa.org. Simply select "Certification Program" from the menu on the left and scroll down to "How to Register."

If you have questions about an order or a procedure, contact Ferris toll free at 866-880-7674. If you have questions about any aspect of the certification program, there is extensive information on the EGSA web site and you may contact George W. Rowley, EGSA Director of Education by e-mail to g.rowley@egsa.org or by phone at 561-750-5575 x 210. ■

Don't Forget The Book!

The EGSA *On-Site Power Reference Book*—the "bible" of the On-Site Power Industry—has been reprinted! Copies are now available for purchase!



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Codes and Standards

Herb Whittall, EGSA Technical Advisor



UL Declines to Submit EGSA's IFC Change Request Pending More Study

My application to join the working group for the International Code Council's International Fire Code was recently rejected. There were 300 applicants for 246 positions, and I was not one of those accepted. In the meantime, UL has said they need more investigation into what is involved before they submit my request to add to Section 3404.2.7.3 and 3404.2.7.4 the following wording: "Generator sets with integral fuel tanks that are UL2200 listed are not subject to the provision of this article." UL has declined to submit the change at this time because fuel tank venting is not specifically addressed in UL 2200. That decision may change following a discussion in the next SPT meeting on UL 2200.

There have been some complaints about the requirement in UL2201 for a GFCI on the output of portable generator sets. The problem arises when the portable generator set is connected to a transfer switch to supply emergency power in a residence. Unless the set is properly wired to a special type of transfer switch, the GFCI will trip whenever the system is switched to emergency power. This is very frustrating for the owner and installer. I had an EGSA Action Alert sent out to see what the field felt about the problem. I only got two replies that had a real problem with this system. I had several dissertations on why the GFCI should be there and about installations. I also had a reply that the field was removing the GFCI to get around the problem. Un-

fortunately, the level of response to the EGSA Alert was insufficient to quantify the problem. I did, however, forward the responses regarding problem areas to UL to ensure that they are aware of them.

NFPA Seeks Participants

NFPA is looking for members for the following two committees:

- The Committee on Hydrogen Technology—NFPA 2 *Hydrogen Technology Code* (proposed); all categories are being sought.
- The Committee on Internal Combustion Engines; enforcers and/or users for NFPA 37 *Standard for the Installation and use of Stationary Combustion Engines and Gas Turbines* are being sought.

The ISO has approved 8178 *Reciprocating Internal Combustion Engines Exhaust Emission Measurement Part 5 – Test Fuels*. The vote was 9 for 9 approving. Four countries abstained: Switzerland, Austria, Italy and Australia. It's frustrating to note that Switzerland, Austria and Italy don't seem to attend ISO meetings such as the one that recently approved 8178, and yet they are three votes when the U.S. only gets one.

New Label Unveiled

In late May, the U.S. Consumer Product Safety Commission unveiled the new warning label for use on portable generator sets. The label is an effort to beef up the warning about the danger of carbon monoxide poisoning from breathing en-

gine exhaust. This is the same warning label we worked so hard to get everyone to agree on for UL 2201 – Standard for Portable Generator Sets. I have not seen the final label configuration, but any new sets with UL 2201 certification will have the new warning label. Since there is no exhaust pipe where the carbon monoxide can convert to carbon dioxide, these sets are much more likely to cause poisoning and death if started in a garage than a running car in that same garage.

In an effort to achieve an even greater breadth of perspective and depth of participation, UL has revised the approved regulations governing ANSI/UL Standards Technical Panels. The following summarizes some of the changes:

- Additional participant categories for STP membership;
 - Refined appeals process that addresses conflict with federal regulations and national installation codes as well as provides broad representation of interests.
- The addition of participant categories indicates that EGSA's class of membership may change. The new categories are:
- Regulators/regulatory bodies;
 - Key government agencies/officials;
 - Supply chain members;
 - Testing organizations/standards organizations;
 - Commercial/industrial users;
 - Consumers.

How EGSA's membership will be classified remains to be seen. ■

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Getting to Know You: EGSA's Kelly Meets With FEMA Personnel



On May 4, 2006 EGSA Board Member John Kelly, Jr., President of Kelly Generator & Equipment Co., was asked by EGSA President Dale Slemph to give an informational presentation on the Association to FEMA personnel. Recently, *Powerline* had an opportunity to sit down with John and talk about the experience.

Powerline: What was the purpose of your meeting with FEMA? How did it come about?

Kelly: To educate the FEMA attendees about the existence of EGSA and educate them on the services provided by the membership. FEMA sent a speaker to the Annual Spring Convention and asked that EGSA send a representative to speak at their Regional Meeting.

PL: What was the focus of your presentation to the FEMA Regional Meeting?

K: To educate them about On-Site Power, the existence of an EGSA membership that has diesel and gas gen-sets available for their use and, in general, how EGSA can help FEMA.

PL: What was the setting?

K: FEMA's Regional office in Atlanta.

PL: How many people were there? Was it just mid-level personnel? Any top brass?

K: About 50-60 people attended—FEMA employees as well as southeastern states Emergency Response personnel. Other federal agency personnel—such as Homeland Security—and Department of Defense groups—such as the Army, Navy, Coast Guard, etc.—were present, including mid-level and top brass.

PL: What kind of a reception did you get?

K: They were open and warm, but I quickly discovered that no one in the room had ever heard about EGSA so I was in an education mode.

PL: What were some of the questions that were asked of you?

K: One was about locating local dealers, so I referred them to the EGSA *Buying Guide*. I was asked to leave additional *Buying Guides* for FEMA to hand out. My presentation was comprehensive so there were few questions at the end.

PL: What information is FEMA seeking from On-Site Power professionals?

K: Nothing specific was requested at the time. Again, I found myself in an education mode about the existence of EGSA and the make-up of membership. I also generally covered different types of On-Site Power such as diesel, bi-fuel and gas gen-sets, and I stressed there was also an existing network of On-Site Power companies across the nation to provide equipment and support services as represented by EGSA.

PL: Did you attend any of their meetings? Were they pertinent to On-Site Power?

K: There were meetings that concerned FEMA logistics and operations with an eye towards addressing the hurricane season of 2006. There were no meetings that I was aware of concerning On-Site Power specifically. I participated in a tour of the Emergency Response Control Center as well as a Mobile Response bus that was parked outside. The bus is dispatched to disaster areas for people to apply for disaster assistance.

PL: What concerns does FEMA have regarding the mobilization and delivery of power



equipment to an area following a disaster?

K: Their main concern, of course, is the ability to get enough of what's needed into any affected locale and the availability of trucks to deliver equipment. Those I had a chance to speak with seemed to be content with local relationships that already existed.

PL: *What plans does FEMA currently have in place for such mobilization and delivery?*

K: My understanding is that FEMA currently owns some of their own gen-sets and they rent as necessary. FEMA tries to pre-position equipment as necessary.

PL: *Did FEMA express any interest in forming a strategic partnership or alliance?*

K: Not at this meeting, but they did ask that I leave extra *Buying Guides* for distribution at their facility.

PL: *What was your overall impression of the meeting? How did you feel it went?*

K: My impression was that I was educating people who had never heard of EGSA before. I asked for a show of hands of any-

one who had heard of EGSA and not one hand went up. I think between my presentation and the *Buying Guide*, there are many more emergency response personnel in the Southeast U.S. who know about EGSA and the availability of trailerized and permanent On-Site Power through the EGSA Membership.

PL: *What did you feel was the most important message you had to convey to your audience?*

K: That there is a large existing inventory of rental gen-sets available through the EGSA membership as well as permanent On-Site Power and competent support services as represented by the EGSA Technician Certification Program along with other EGSA services.

PL: *What was the most important thing you came away from the meeting with?*

K: I invited the meeting attendees to contact—through the *Buying Guide*—their local EGSA Distributor-Dealers to form alliances now before the hurricane season begins.

PL: *Any plans to do it again?*

K: I would be glad to speak on behalf of EGSA to FEMA or any other Emergency Response Organization when invited. Perhaps we can reach out and offer to speak with such groups more often. ■

Editor's note: The EGSA Government Relations Committee has been actively working to open the lines of communication with FEMA. At the Committee's request, Powerline is publishing a Directory of FEMA contacts at the state level in this issue for use by EGSA members. Free subscriptions to Powerline magazine are being offered to the individuals listed in the Directory in order to further raise the Association's profile among FEMA and its personnel.



Opposite page: Workmen in Texas ready generators to be placed in communities affected by Hurricane Rita. Bob McMillan/FEMA Photo. Above: Generators wait at Fort Bragg, NC, for deployment to areas hit by 1998's Hurricane Bonnie. Photo by Dave Gatley/FEMA News.



The **FUTURE** WORLD On-Site POWER MARKET

By Gerald Parkinson, CEO Parkinson Associates, authors of the GenStat database

We live and work in a world today that appears to be getting smaller. Communications are now much faster, technology advances occur more rapidly, and markets have become more demanding. Unless we keep pace with these changes, we are in danger of being left behind.

And yet, it's not just about keeping pace with these changes that matters, but how to get ahead of them and, on occasion, to be the catalyst for change ourselves. Unless we have good knowledge about the marketplaces in which we operate, we will find ourselves at a competitive disadvantage. So, to use a military expression "time spent in reconnaissance is never wasted," let's examine the marketplace and see how we can keep abreast of some of the factors affecting it.

"Time spent in reconnaissance is never wasted."

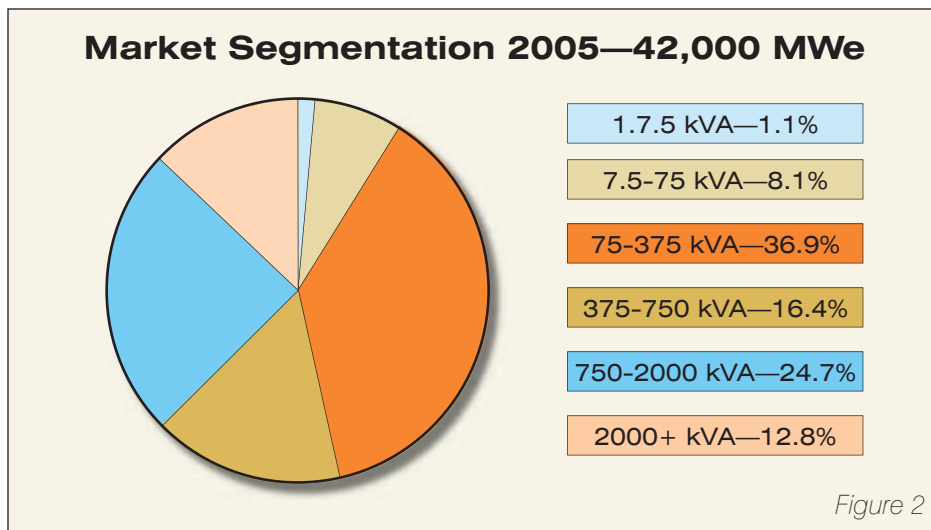
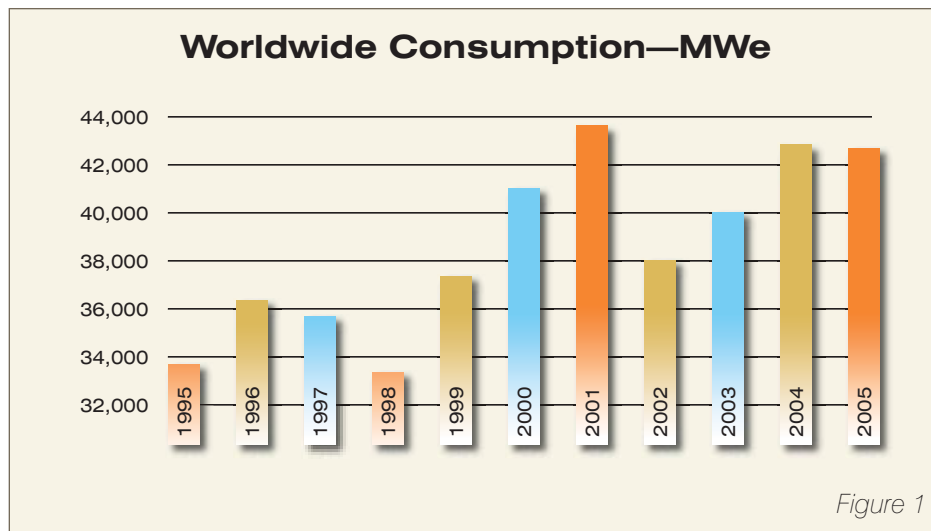
How should we measure it?

On-Site Power professionals are in the business of producing, selling, distributing and installing prime and standby electrical power for consumers in the industrial, commercial and domestic sectors, a market that is measured in terms of installed generating capacity, load factor and kilowatt-hours consumed.

The only way we can assess that market is to first measure its volume (i.e., numbers of units in a series of representative power bands) and then converting that figure into electrical kilowatts (KWe).

For example, it's vaguely helpful to know that Nigeria consumed 8,500 generators in 2004; better still to know that 5,200 were below 75 kVA, 3,000 were from 75-750 kVA and the balance above 750 kVA—and that this can be broken down even further. But it is much more relevant to know that the 5,200 units below 75 kVA only represented 15% of the total business in KWe output, while the 3,000 units between 75-750 kVA represented 60% of the demand, for that is where the revenue was.

So, it is always best to work first in numbers of units (a minimum of 6-bands), then to convert these to KWe or MWe before valuing them. There is, however, a much more important reason for working in MWe, for there are distinct relation-



ships between the annual growth rate of the consumption of electricity measured in millions of KWh and the annual demand for diesel- and gas-engine driven generating sets; as there are also for the net annual increase in global generating capacity for major power plant added each year to the system in any given market or region.

During the past 10 years, the global consumption of electricity has been growing at 3% per year and installed generating capacity at a rate of 2.6% per year.

How big is the market today?

In 2004, the global market consumed 400,500 generating sets. These had an aggregate generating capacity of 42,700 MWe, and the total market was worth somewhere in the region of US\$7 billion dollars at factory door prices.

A more recent estimate, completed in January this year, indicates that the market in 2005 declined by about 1.5%. A final assessment won't be available until

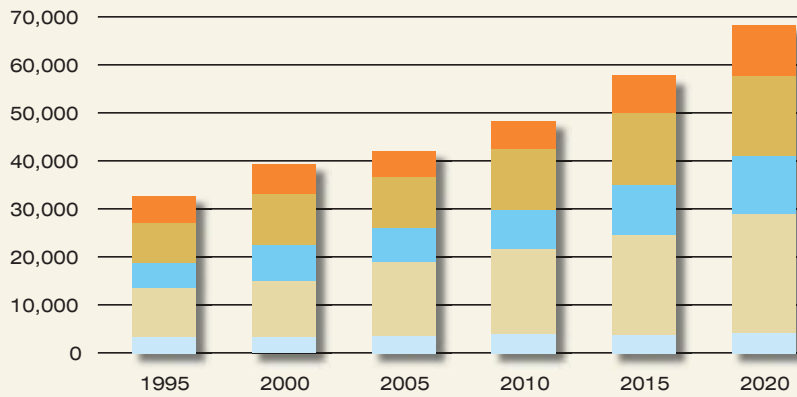
August 2006, but initial indications are that volume was in the range of 385,000-390,000 units with a total generating capacity of 42,000 MWe. Figure 1 shows that, in value terms, the market has not changed significantly from 2004.

How is the market by range?

Figure 2 shows how the market was segmented in 2005.

- **Less than 7.5 kVA:** Global demand for units below 7.5 kVA continues to decline at a rate of about 2% per year. Over the past decade, volume has dropped from 150,000 to 112,000 annually and now represents only 1% of megawatt demand. Since the vast majority of these sets are now produced (and consumed) in Southeast Asia, don't be surprised when China—and possibly India—becomes the future supply source for these small units. By 2020 demand could be as low as 80,000 units per year and continuing to fall. In the UK, we now only produce about 1,000 units per year.

Worldwide Forecast—MWe



7.5-75 kVA 75-375 kVA 375-750 kVA 750-2000 kVA 2000+ kVA

Figure 3

During the past 10 years, global consumption has been growing at 3% per year.

- **7.6-75 kVA:** By comparison, the demand for sets in this range has increased at the rather marginal compound annual growth (CAG) rate of 1.5%. 138,000 sets were purchased in 2005. It is unlikely that this segment of the market will grow any faster, so by 2020 the market is not likely to exceed 170,000 sets. Even so, it represents 8% of total demand.
- **76-375 kVA:** The 75-375 kVA band, and the band above, are probably the two most interesting growth areas. In the past 10 years demand has increased at 3% CAG, from 80,000 to 106,000 units globally, and should increase by another 60,000 units over the next 15 years. Sets in this range represent the single largest segment of the business, 15,500 MWe last year – 37% of total demand.
- **376-750 kVA:** Generating sets in this range have been growing at an even faster rate—3.65% CAG. We believe that this growth rate is likely to continue, so that by 2020 demand will have risen from 17,000 units annually to almost 30,000. With an aggregate generating capacity just under 7,000 MWe last year, 16% of the total, these sets, together with the range below represent over 50% of market demand.
- **751-2,000 kVA:** Sets above 750 and less than 2,000 kVA have also shown good growth—about 3.3% p.a. over the past decade—but demand has been cyclical; for example, a massive boost in the years of the threatened millennium bug, a bug which failed to become pandemic! Even so, they represent 25% of global demand—10,400 MWe. Last year, 12,000 sets were sold. That could possibly grow to 19,000 by the year 2020.
- **2,001+ kVA:** Generating equipment above 2,000 kVA represents 13 % of MWe demand. The unit level is, however, small—just over 2,000 sets last year—but the market is growing annually at a rate of around 3%.

If we ignore future demographics and economic forecasts, then—based on past performance—the scenario by 2020 could look like Figure 3.

How was the market by region?

Figure 4 shows the largest regional

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Global generating capacity at the end of 2004 was in the order of 3,750 GWe.

generating set market in 2005 (when the overall market consumed 42,000 MWe) was the Far East with a 28.8% share. Europe was the second largest with a 26.8% share. Western Europe alone was 22.2%—just one percentage point ahead of North America (21.2%).

The Middle East was 11.8%; Africa 6.7%. By comparison, the smallest regional market was Latin America—comprised of Central America, South America and the Caribbean—at 4.7%.

Apart from the millennium surge in demand, the most dramatic market change in the past decade was the decline in Far East business during the Asian economic recession (1998-2000). However, in the past two years, growth in this region has been returning rapidly. Both Africa and the Middle East have grown by proportion, particularly the latter, from 4 to 12% in the last 10 years, whereas Europe and

the Americas have maintained a large, but static, share of the market.

Future market indicators

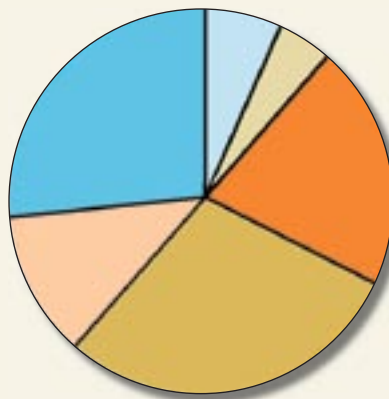
At the end of 2004, global generating capacity was in the order of 3,750 GWe (3.75 million MWe). Over the last 10 years, this has increased at a net rate of around 95,000 MWe each year. In recent years, the average has been nearer to 115,000 MWe annually; a compound

growth rate of 2.5% per year.

Over the next few years, some regions of the world will grow at a faster rate because of the way in which demand is outstripping supply, especially in China and other fast-growing Asian economies.

The actual net installed capacity increase during the past 20 years has been just over 50%, during which time the global population has increased by one-third. The fastest rate of growth during

Genset Consumption 2005—42,025 MWe



Africa—6.7%
Latin America—4.7%
North America—21.1%
Far East—28.8%
Europe—26.8%
Middle East—11.8%

Figure 4

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Worldwide Consumption—MWe

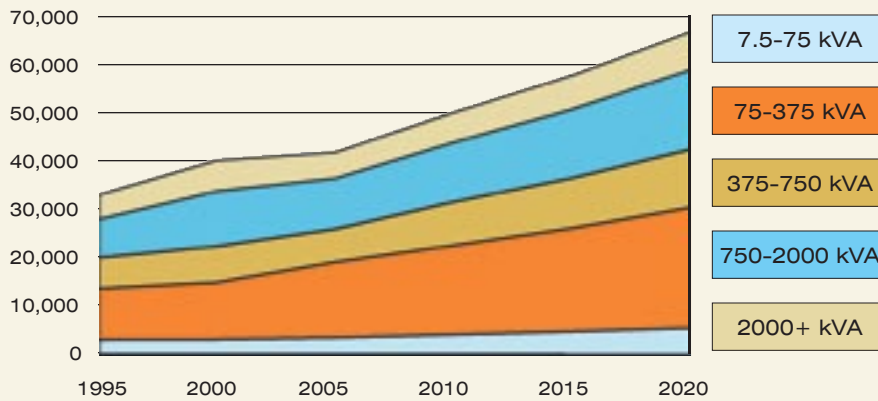


Figure 5

this period has been in the developed world (i.e., in the OECD countries), but the emphasis has now shifted to Asia thanks to demographics (e.g., in Europe we have both a declining and aging population).

Against this background, the global generating set industry has been producing an average of 37,000 MWe per year for the past 10 years (42,000 MWe in

2004). That's almost 40% of the net annual increase in large-scale power plant capacity. And if we consider only generating sets above 500 kVA, it is still around 20%.

So there are global market indicators that On-Site Power professionals can follow globally: the growth in electricity consumption by region (preferably by market); and the net increase in major power

plant installations; and economic indicators such as GDP, population growth, etc. Alternatively, you can subscribe to recognized databases that monitor the world's generating set markets.

In today's emerging economies, there are about 1.5 billion people have no access to electricity. In fact, 45% of India's households don't have such access.

Today 20% of the world's population consumes almost two-thirds of its electricity. They represent the developed/mature markets. Conversely, Africa and Asia—two-thirds of the world's population of 6.5 billion people—consume only 20% of the world's electricity.

North America's residential sector consumes 24 times more electricity than its counterpart in China, 29 times more than in Africa, and 47 times more than India. Consumption in Western Europe, on the other hand, is only about half of that (about 15 times more than in Africa). These rates could change under the influences of shifting demographics, political will and finance.

Years ago, the thought was that, as a country developed its infrastructure and

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installed new generating plants and transmission lines, that the demand for prime and stand-by diesel power plants would diminish. Nothing could have been more wrong. As electricity becomes available to industry, commerce, and the masses, so the need for “backing-up” the continuity of supply becomes ever more essential.

Is the market growing?

It is anticipated that world net electricity consumption will nearly double over the next 25 years. Between now and 2025, world electricity demand is projected to grow at an average rate of 2.6% per year to somewhere in the order of 26,000 billion KWh annually. However, 59% of this growth will occur in the emerging economies. “Mature markets” will account for only 28% and “transitional” economies for 14%.

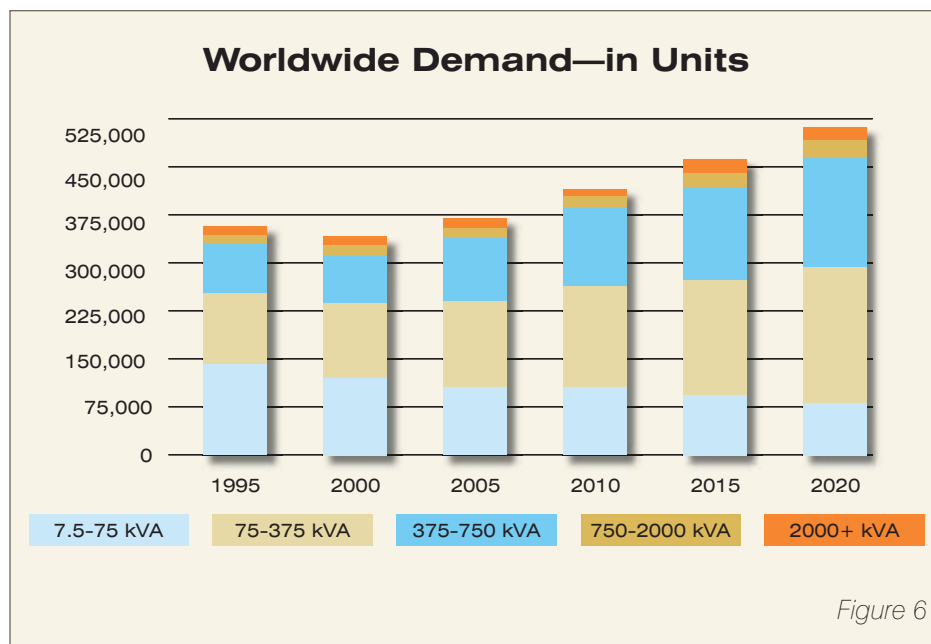
By definition, mature markets include Western Europe, North America, Mexico, Japan and Australasia. In effect, all of the OECD countries. Emerging economies include India, China and others within Asia such as South Korea, Malaysia, Thailand and more; Africa, the Middle East and Central and South America. Transitional

markets include Eastern Europe and the former Soviet Union.

Demand for electricity will grow most rapidly among the world’s emerging economies at an average rate of about 4%. But demand is not likely to grow more than 1.5% annually in the mature markets. For those “in between” (i.e., the former

Soviet Bloc countries), the rate will probably be in the order of 3.0%. On a strict quantity basis, China and the U.S. will lead the growth stakes.

In order to meet the world’s projected electricity demand from 2004 until 2025, worldwide installed generating capacity is expected to grow from 3750 GWe



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Genset Consumption 2020—67,000 MWe



Africa—8.2%
Latin America—6.6%
North America—17.9%
Far East—35.4%
Europe—21%
Middle East—10.9%

Figure 7

in 2005 to 5,500 GWe, an increase of 1,750 GWe (i.e., an annual growth rate of 2.5%). As load factors have also been steadily increasing, we can expect overall consumption of electricity to grow at the slightly faster rate of 2.6% per year between now and 2025.

Against this background we have been monitoring generating set demand for the past 15 years and can report that, overall, it has been growing at a compound annual

growth rate of 2.8%.

If we apply a similar growth pattern to today's consumption of 42,000 MWe, we could expect an annual demand of 68,000 MWe by 2020.

However, if we apply the different growth rates of the emerging and mature markets, we arrive at a slightly lower demand of 67,000 MWe by 2020. As Figure 5 shows, the tendency is to shift the emphasis of demand by about 3 percentage

points toward those generating sets that have an electrical output of less than 375 kVA.

Several factors could change this outcome. Under the right economic conditions, Africa, Central America and the Middle East could grow at a slightly faster rate, just as North America and Western Europe could. As a result, the compound annual growth rate could rise to as much as 3.4% as opposed to today's annual rate of 2.8%. However, in the short term, we prefer to stay with the lower forecast level of 2.8%. As Figure 6 shows, this means that the market is likely to consume 540,000 units by 2020. As Figure 7 illustrates, the Far East's share of the global market will likely have grown to 35% while North America and Europe drop to 18% and 21%, respectively. ■

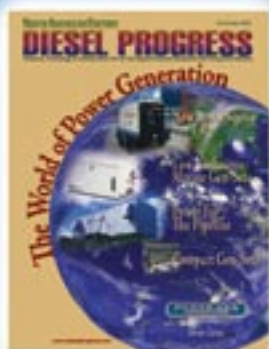
About the Author

Gerald Parkinson is CEO of Parkinson Associates, authors of the global GenStat database. For more information please contact parkinson.assoc@btconnect.com or Tel. +44 (0) 1452 770 287. Copyright Parkinson Associates ©2006

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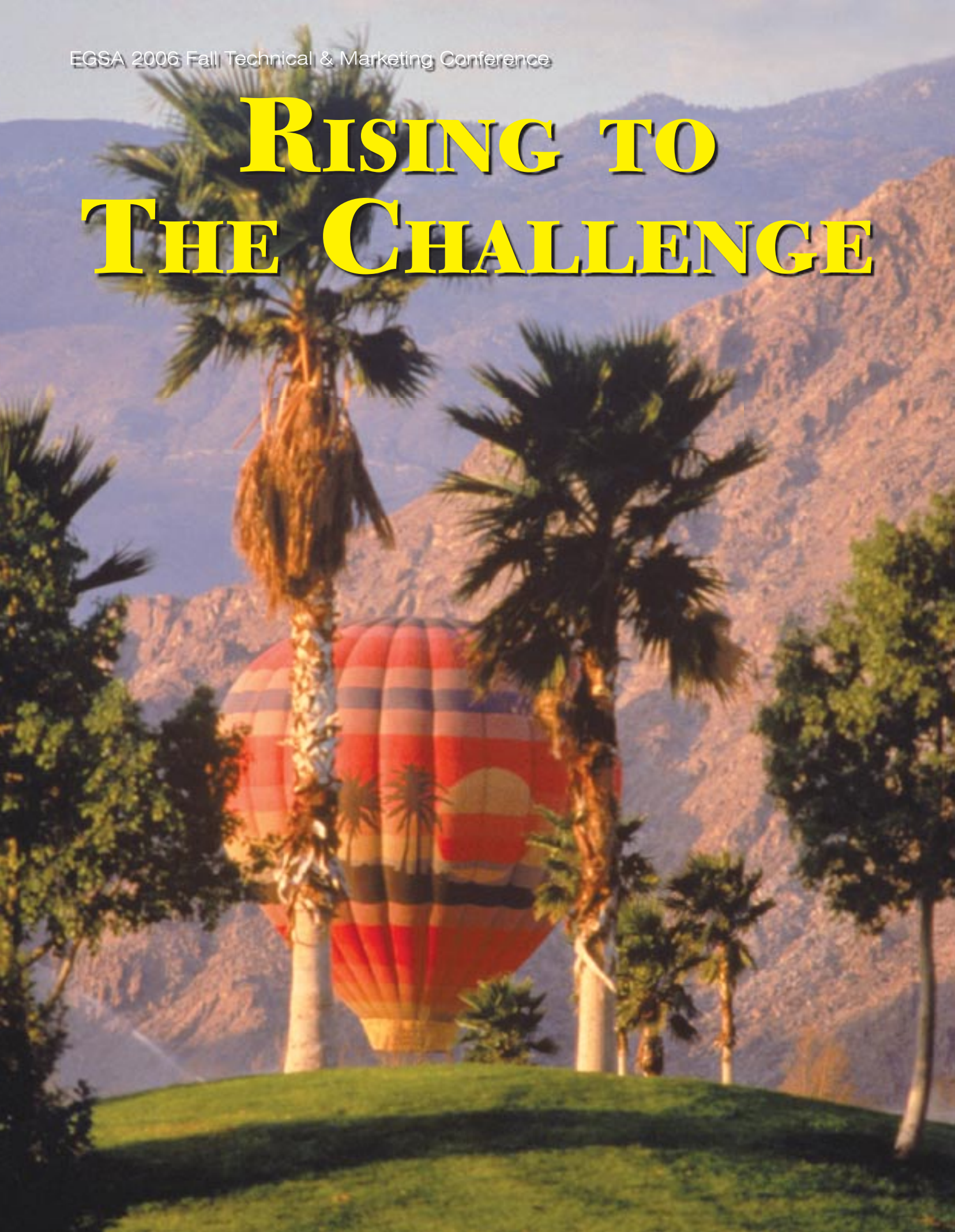
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EGSA 2006 Fall Technical & Marketing Conference

RISE TO THE CHALLENGE





The beautiful Rancho Mirage Resort & Spa (all photos above) will play host to the 2006 EGSA Fall Technical & Marketing Conference.

On-Site Power professionals will soon “Go West!” and converge on the Rancho Mirage/Palm Springs, CA area for EGSA’s 2006 Fall Technical & Marketing Conference to be held September 17-19 at the Rancho Mirage Resort & Spa. The Association’s Communications and Conventions Program Committee has assembled an engaging and informative two-day program packed with timely topics.

“The past 18 months have been a busy period for many of us because of the severity of the 2005 hurricane season. In many areas, On-Site Power made a real difference in many people’s lives. As a result, there’s renewed, widespread interest in On-Site Power among end-users and everyday consumers,” says EGSA Executive Director Jalane Kellough. “They want to know how it can be applied in commercial, industrial and residential settings, and there’s a real interest in how On-Site is incorporating green and renewable technologies for the future. On-Site Power professionals want to be fully informed about the latest technologies and trends so they can respond to their customers’ inquiries and needs. This year’s conference program is

uniquely designed to provide attendees with a wealth of information in a number of areas—from extending diesel gen-set run times using existing technology to converting everyday food waste into energy.”

In addition to receiving some of the latest market trends and data, attendees also will have ample opportunity to visit with some of their most important suppliers in the EGSA Manufacturer’s Showcase. A high point of every conference and convention, the showcase features table-top displays of product literature, magazines and product samples. In addition, attendees have many opportunities throughout the course of the conference for business networking, committee work and recreational activities during which they will work—and play—side by side with the industry’s top players. Complete convention registration information is available online at www.egsa.org or call EGSA at (561) 750-5575. ■

Editor’s note: a complete overview of the educational sessions currently scheduled for the Fall Technical & Marketing Conference follows on pages 26-28.

2006 EGSA Fall Technical & Marketing Conference

Manufacturers Showcase Exhibitors*

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The Palm Springs/Rancho Mirage area is well known for its exceptional climate, first-class shopping and superior guest facilities.

The Current Economy

Dr. Gene Stanaland, President, GSE, Inc.

Dr. Gene Stanaland will analyze the current economic condition with an emphasis on events that have occurred at the time of this presentation. He will also discuss the economic policies and events that have precipitated the current economic condition and provide an analysis of the economic impact of current political activity in Washington, DC. Actions of The Federal Reserve Board—past and present—in light of the Bernanke Board approach to monetary policy will be analyzed as well. Finally, Dr. Stanaland will provide a forecast for the remainder of 2006 and for 2007.

Dr. Gene Stanaland has the ability to make a complex subject such as economics understandable and entertaining. Dr. Stanaland is President of GSE, Inc., an economics and management consulting firm. He was a member of the economics department of Auburn University in Alabama for 20 years, and he served as head of the department for the last eight of those years. He currently serves on the boards of several institutions, including First American Bank, Huntingdon College, Junior Achievement, The Jules Collins Smith Museum of Art and the Alabama Shakespeare Festival.



Dr. Gene Stanaland

Design and Application of a Variable Speed Controller

Bill Young, Owner, Industrial Power Systems, Inc.

This presentation will cover the brief history and evolution of Variable Speed Controllers, including trends in the technology, performance breakthroughs and pitfalls. A recent application of a Variable Speed Controller, its' design, installation, testing and the customer's feedback will also be discussed. Comparisons to other technologies the customer had considered will be made. Finally, Mr. Young will discuss other possible applications in the marketplace and present cost and payback factors.

Permitting an Electrical Generation Installation: The Customer's Perspective

Daren Jorgensen, President, Jorgensen Environmental

This presentation will focus on the permitting of an electrical generation system at an industrial source. Emphasis will be placed on the complexity and challenges in permitting an installation at an industrial source that already has other industrial equipment that emits air contaminants. Some of the issues presented will include new source review, BACT, purchasing offsets, and siting considerations. Other topics will include wastewater, noise and building/planning department concerns. The presentation will provide an overview of these issues as well as some solutions that can be offered to the industrial customer.

Daren Jorgensen is the President of Jorgensen Environmental, a group of companies focusing on environmental and health and safety compliance and engineering. Daren has a BS and MS in Environmental Sciences from the University of California, is a California Registered Environmental Assessor and possesses more than 18 years of experience in the environmental field. He has special expertise in the permitting and installation of electrical generation installations at industrial facilities and has participated in the siting, development, permitting and ongoing compliance for dozens of large scale electrical generation projects. These installations have included natural gas-fired internal combustion generators, backup and prime power diesel-fired internal combustion generators, turbines, waste heat boilers, steam generators, selective catalytic reduction control equipment, particulate matter filters and oxidation catalysts.

Luncheon Keynote: Developing a Comic Vision

Tim Gard

Tim Gard is nationally recognized as an authority on stress reduction through humor. He has taught thousands to unlock the power of their own "Comic Vision," improving their relationships and turning adversity to their advantage. Tim blends his unique experiences into a dynamic, good humor program. Tim's presentation is packed with interesting and useful information that will help you handle stress in a positive manner.

While working with the Montana Department of Social and Rehabilitation Services, Tim began to develop training to help fellow eligibility workers deal with stress, burnout and compassion fatigue inherent to their jobs. He discovered that sharing his own good humor and enabling the group to develop a Comic Vision of their own proved to be a very natural, effective and fun way for people to deal with, and even avoid, the sometimes intense personal and professional stress encountered every day. Tim's audiences quickly discovered that using his methods at work and at home enabled them to use humor as a skill.

Tim has written several articles on stress reduction through humor, his seminars have been televised in several states and he has been a guest on TV talk shows. As he says, "Remember, laughter becomes you."



Tim Gard

SUNDAY, SEPTEMBER 17

10:00 a.m. - 12:00 p.m.
Registration Desk Open

4:00 - 6:00 p.m.
Registration Desk Open

5:00 - 6:00 p.m.
First-Timers/New Members Reception

5:00 - 6:00 p.m.
Distributor/Dealer Reception

6:00 - 7:30 p.m.
President's Reception

7:30 - 9:00 p.m.
Manufacturers Showcase Setup

SPOUSE/GUEST PROGRAM

SUNDAY, SEPTEMBER 17

EGSA will not be sponsoring a Sunday tour during the 2006 Fall Technical & Marketing Conference.

6:00 - 7:30 p.m.
President's Reception

MONDAY, SEPTEMBER 18

8:00 - 9:00 a.m.
Spouse/Guest Continental Breakfast

10:00 a.m. - 12:00 p.m.
Wellness Workshop

12:00 - 3:00 p.m.
Lunch on Your Own and Shopping

6:30 - 8:30 p.m.
Awards Reception and Banquet**

TUESDAY, SEPTEMBER 19

8:00 - 9:00 a.m.
Spouse/Guest Continental Breakfast

7:00 - 8:30 p.m.
Closing Reception

MONDAY, SEPTEMBER 18

7:00 - 8:00 a.m.
Manufacturers Showcase Setup

7:00 - 11:45 a.m.
Registration Desk Open

8:00 - 9:00 a.m.
Manufacturers Showcase/
Continental Breakfast

9:00 - 9:15 a.m.
Opening Remarks

9:15 - 10:00 a.m.
The Current Economy
—Dr. Gene Stanaland

10:00 - 10:30 a.m.
Manufacturers Showcase/
Refreshment Break

10:30 - 11:15 a.m.
Design and Application
of a Variable Speed Controller
—Bill Young

11:15 a.m. - 12:00 p.m.
Permitting:
The Customer's Perspective
—Daren Jorgenson

12:00 - 1:00 p.m.
Welcome Lunch

1:00 - 1:45 p.m.
Developing a Comic Vision
—Tim Gard

2:00 - 5:00 p.m.
Committee Meetings
Communications & Conventions
Education
Membership
International Trade
Government Relations
Codes & Standards Surveillance
Market Trends

3:00 - 5:00 p.m.
Distributor/Dealer Council Meeting

6:30 - 8:30 p.m.
Awards Reception and Banquet**

TUESDAY, SEPTEMBER 19

7:30 a.m. - 12:00 p.m.
Registration Desk Open

7:30 - 8:30 a.m.
Continental Breakfast/
Manufacturers Showcase

8:30 - 9:00 a.m.
Annual Meeting of EGSA Members

8:30 - 10:00 a.m.
Exhibitor Teardown
Manufacturers Showcase

9:00 - 9:45 a.m.
Extending the Run-Time of Emergency
Gensets Using Natural Gas
—Jason Green

9:45 - 10:00 a.m.
Refreshment Break

10:00 - 11:00 a.m.
PM Contract Forum (Panel Session)

11:00 - 11:45 a.m.
Making Waste Productive
—Michael Gratz

1:00 - 5:00 p.m.
Golf Tournament

7:00 - 8:30 p.m.
Closing Reception

REQUESTED ATTIRE
The EGSA Board of Directors has requested "Business Casual" attire for the 2006 Fall Technical & Marketing Conference except for those events marked with ** (Jacket and tie for men, cocktail attire for ladies).

ACTIVITY KEY

NETWORKING OPPORTUNITY

EDUCATIONAL SESSION

MANUFACTURERS SHOWCASE

Extending the Run-Time of Stand-By Diesel Generators Using Natural Gas

Jason Green, Product Manager, GTI Division of Altronic Controls, Inc.

Stand-by diesel generators are typically restricted to only brief periods of continuous operation as governed by the size of their fuel storage tanks. Although highly useful for intermittent power losses, their utility is substantially diminished during extended power failures as the duration of the outage can rapidly exceed the generator's fuel capacity. As recently demonstrated in the U.S. Gulf Coast region, widespread blackouts can persist for days (if not weeks) after a catastrophic event, with many facility managers finding it difficult, if not impossible, to arrange for diesel fuel deliveries before exhausting their initial supply.

In order to address this concern, proven technologies are now being employed to significantly increase the run time of stand-by generators that have access to pipeline-supplied natural gas. These "bi-fuel" technologies allow for the safe use of low pressure natural gas as a substitute for a major portion of a generator's normal diesel fuel requirement. Conversion to bi-fuel operation typically requires no generator modifications, maintains original generator performance levels and can be done in a retrofit manner on nearly all existing generator models. By decreasing diesel fuel consumption rates by up to 70%, bi-fuel technologies can effectively increase generator run time by a factor of four, thus allowing facility managers the critical time they need to arrange for diesel re-supply during an extended outage. By converting to bi-fuel operation, operators are able to maximize the utility of their stand-by generator while avoiding the substantial cost and regulatory hurdles associated with installing additional diesel fuel tanks and containment systems.

Jason Green is the Product Manager for the GTI Division of Altronic Controls, Inc. where his responsibilities include the design, development and implementation of bi-fuel technologies for low-, medium- and high-speed stationary diesel engines.

PM Contract Forum (Panel Session)

John Kelly, Jr., President, Kelly Generator & Equipment Co.

Three Other Panelists To Be Determined

Effective generator PM programs (i.e. Scheduled Maintenance programs) are only successfully managed when comprehensively captured in contract form and supported by a robust scheduling and dispatching system. The use of a detailed checklist of maintenance points to be covered is extremely important as a means to simultaneously guide the technician and inform the customer.

John Kelly, Jr. is President of Kelly Generator and Equipment, Inc. John has extensive experience working with every product line of electrical generation and related equipment and has worked in virtually every non-manufacturing aspect of the generator industry. He has particular expertise in maintaining mission critical power applications. His experience as an electrical tradesman, generator business owner, and as a leader in the industry enables him well to represent the industry today.



John Kelly, Jr.

John has had a distinguished career in the On-Site Power Generation Industry. He began in the electrical trades and quickly recognized the importance of stand-by generation both as a business opportunity and the positive contribution it serves in maintaining electrical power 24/7. He attained and still holds his license as a Master Electrician in the State of Maryland. John attended the University of Maryland majoring in Business Administration.

John is a member of the EGSA Board of Directors and serves on the EGSA Technician Certification Committee. He previously served as Chairman of the Distributor/Dealer Council for eight years.

Making Waste Productive

Michael Gratz, President NewBio E Systems, Inc.

Residual waste solids from the food processing industry are currently transported to landfills, land applied or used for animal feed—options that are increasing in cost and growing in disfavor. This material can be used more efficiently by generating energy on-site or in regional biomass-to-energy centers, providing distributive generation of 5 to 20% of the industry's energy demand. This session presents case studies and findings on developing site-specific and regional biomass-to-energy facilities.

Michael Gratz is the President of NewBio E Systems Inc. NewBio specializes in the anaerobic conversion of solid and liquid residuals associated with the production of food products into methane gas for use in co-generation projects. He has worked in the area of biological waste treatment for 23 years and founded NewBio for the purpose of optimizing the biomass to energy potential of food waste streams. Michael received his BA in Economics from the University of Wisconsin.



The EGSA Board of Directors has created several Corporate Sponsorship opportunities specifically designed to give On-Site Power firms additional exposure during EGSA Conferences and Conventions. Firms may elect to sponsor one or more of the designated events. Suggested sponsorship amounts are: \$100, \$200, \$300, \$400, etc.

To sponsor one or more of these events, simply complete the appropriate section of the Conference Advance Registration Form. Your company's generous support will help maintain EGSA's reputation for high-quality conferences and generate recognition of your firm within the Association and the On-Site Power industry.

PRESIDENT'S RECEPTION

The President's Reception honors Past Presidents of EGSA and usually features regional cuisine. Here, conference attendees are given the opportunity to reacquaint themselves with old friends and colleagues and make new contacts.

AWARDS RECEPTION AND BANQUET

The Awards Reception and Banquet held on Monday evening will be highly entertaining. By sponsoring this memorable and fun filled evening, your company will generate increased visibility within the Association and the On-Site Power industry.



CONFERENCE SPONSORS WILL RECEIVE:

- Acknowledgment in the *Conference Program*;
- Acknowledgment during the Conference "Opening Remarks;"
- Acknowledgment with a Sign during the Sponsored Event;
- Acknowledgment in *Powerline* magazine's Conference follow-up coverage.

CONFERENCE FEES

	UNTIL AUGUST 18	AFTER AUGUST 18
1st Member Registrant	\$415	\$505
2nd Member Registrant	\$380	\$465
3 or more Member Registrants	\$360	\$440
Non-Member	\$520	\$605

Includes all sessions and meetings, all meal functions, and the Manufacturers Showcase.

Spouse or Guest*	\$200	\$240
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Includes President's Reception, Networking/Continental Breakfasts, Awards Reception/Banquet, Closing Reception.

*A "Guest" is an attendee 18 years of age or older who does not work in the electrical generating systems industry. Attendees who are in the industry, but not members of EGSA, pay the non-member registration fee.

Children under 18	N/A	N/A
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Due to the business nature of the conference, children under 18 years of age are not permitted to attend the conference or any of its individual events, including educational sessions, manufacturer's showcase, breakfasts, breaks, lunch, receptions and the awards banquet.

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The room rate is \$150 single/double per night, plus tax (currently 10.05%). This rate is available from Tuesday, September 12 through Saturday, September 23, 2006. The deadline for hotel reservations is August 18, 2006. After this date, reservations will be accepted on a space and rate availability basis.



Directory of FEMA Contacts Within U.S. States and Territories

Editor's note: The following listing of FEMA contacts is published here at the request of the EGSA Government Relations Committee. While every effort has been made to ensure accuracy, EGSA did not author this listing and therefore cannot accept responsibility for its veracity. You are strongly encouraged to verify the information presented here before using it for marketing and/or reference purposes.

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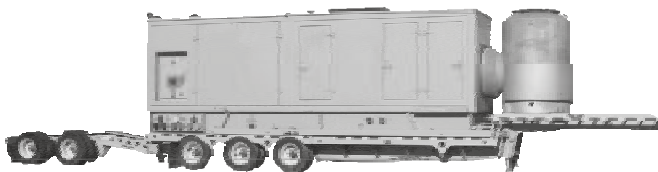
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Contact: Brian Ledford, Sales Manager
Business: ACF Powergen is a distributor for MQ Power and Gillette Generators in the state of Florida. We sell and service generators. We are also set up as a distributor for ASCO transfer switches.

Brennan Diesel (AE)

Puyallup, WA
(253) 848-8939 Fax: (253) 848-8980
Contact: Frank Brennan, Owner
Business: Power generation repair/maintenance.

Electric Motor Supply, Inc. (DD)

Joplin, MO
(417) 623-4544 Fax: (417) 623-3442
Contact: Mike Pence, President/Owner
Business: We are a 58-year-old company selling and servicing electric motors, generators, pumps, air compressors & controls. We are members of the Electrical Apparatus Service Association. We have 11 employees with three service techs.

Fidelity Engineering Corporation. (DD)

Sparks, MD
(410) 771-9400 Fax: (410) 771-9412
Contact: Charles O. Hicks Jr., Operations Mgr.
Business: Distributor for Kohler Power Systems in MD, VA, DC and DE. Full service generator repair with offices in Baltimore, MD and Richmond, VA serving MD, VA, DC and DE.

Guascor, Inc. (MF)

St. Rose, LA
(504) 461-3801 Fax: (504) 461-3806
Contact: Michelle Whidden
Business: Manufacturer specializing in the production of diesel engines and marine propulsion equipment.

H.W. Sessoms Construction Co. (AE)

San Bernardino, CA
(909) 633-0718 Fax: (909) 885-1558
Contact: H.W. Sessoms, Owner
Business: We service emergency generators.

Harco Manufacturing (MF)

Portland, OR
(800) 394-7571 Fax: (503) 244-7589
Contact: Dale Gremaux, Sales & Marketing
Business: Harco produces the HAPCO line of engine exhaust silencers, Eliminator™ diesel oxidation catalysts, Regulator™ diesel particulate filter systems, diesel engine exhaust spark arrestors and other related emission control products. Harco serves the industrial, power-gen, railroad, defense, forestry and marine markets.

Industrial Power Systems Inc (MF)

Daleville, VA
(540) 777-0393 Fax: (540) 777-0396
Contact: Robert T. Simmons, President/CEO
Business: Sales and service of several lines of power generation equipment. Manufacturer of 1.5-12 MW AC/DC power plants & DC drive systems. Design & manufacture custom controls for power generation equipment & controls. Mobile load bank testing to 12 MW & utility construction services.

Jan Oliver Kessler. (AF)

Hamburg, Germany
Contact: Jan Oliver Kessler

JD Power Systems (DD)

London, OH
(614) 879-6620 Fax: (614) 879-9783
Contact: Jay Winesburg, Sales
Business: Distributor of Katolight and Guardian generators, ASCO, GE/Zenith, Thomson Technology, and Russelectric Transfer Switches, SENS Battery Chargers. Central Ohio Hub for Aggreko Rentals. John Deere Factory Authorized Service.

Kim Schneider Electrical Contracting .. (DD)

Chalfont, PA
(215) 822-3580 Fax: (215) 822-8375
Contact: Kim Schneider
Business: Design generating electrical layout, installation and repair.

Linn State Technical College (AG)

Linn, MO
(573) 897-5187 Fax: (573) 897-5025
Contact: Tony DeBoeuf, Dept. Chair/Instructor
Business: We are a technical college and we are starting a new program on (PGT) Power Generator Technology. We at the college see how important it is for techs to know when, where and how to work on power generators.

Michigan Cat Power Systems (DD)

Novi, MI
(248) 349-7050 Fax: (248) 349-7508
Contact: Kevin O'Connell, Electric Power Business Manager
Business: Caterpillar Power Systems distributor.

Optimal Control Systems, Inc. (AE)

Albany, OR
(541) 967-9323 Fax: (541) 967-9485
Contact: Mary Hobson, Operations Manager
Business: Optimal Controls is an electrical distribution, generation, and control testing and repair facility.

Potomac Generator

Service and Repair, Inc. (DD)

Landover, MD
(301) 336-4445 Fax: (301) 336-4448
Contact: Kevin E. Hanson, Vice President
Business: Katolight & SDMO generator sets represented, service all others.

Powerhouse. (AE)

Appleton, WI
(920) 954-1330 Fax: (920) 969-1390
Contact: Greg Vanevenhoven
Business: Service generators and power distribution equipment.

State Electric Generator (DD)

Watsonville, CA
(831) 728-3911 Fax: (831) 728-3990
Contact: Ernest Alexander, Owner
Business: Dealer for Taylor Power Systems, Coleman, Genmac providing sales and service.

Stellar Energy Services, Inc. (DD)

Burnsville, MN
(952) 707-5300 Fax: (952) 707-5350
Contact: John Giegerich, President
Business: We are a generator and transfer switch distributor. We also service these types of equipment. We distribute for Generac and ASCO Power Technologies.

Vivek Sinha (AF)

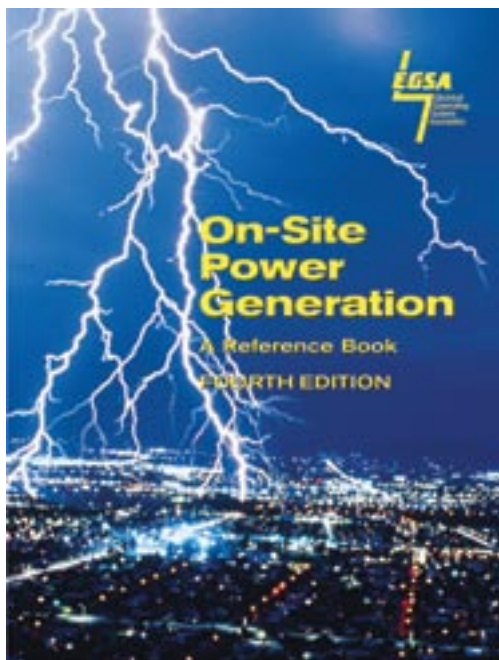
Bloomington, IN
Phone: (765) 271-1020
Contact: Vivek Sinha, Graduate Student
Business: Graduate Business student researching power industry.

Wilson Rental Center, Inc. (DD)

Corning, NY
(607) 962-8611 Fax: (607) 962-3618
Contact: Craig F. Wilson, President
Business: Equipment rental dealer.

Wolverine Power Systems (DD)

Zeeland, MI
(616) 820-0503 Fax: (616) 820-0506
Contact: Glenn Emmert, President/Owner
Business: Generac Power Systems ultimate service dealer selling and servicing gas and diesel generator sets in both stationary and mobile applications up to 6 megawatts. Home standby, RV, portable, rental gen-sets and UPS equipment also available. 24/7 service and parts with one of the largest parts inventories in the Midwest.



Now Back In Print!

The Last Word In On-Site Power.

EGSA's *On-Site Power Generation: A Reference Book* is widely regarded by On-Site Power professionals as the "bible" of the On-Site Power Industry.

In fact, EGSA's *Reference Book* is so highly regarded and widely recognized that five of the seven technical schools that offer On-Site Power Generation Technician training programs have adopted the *Reference Book* as their text.

If the educators who helped train your Generator Technicians keep EGSA's *Reference Book* on hand, shouldn't you?



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Or mail this form with payment to EGSA • 1650 S. Dixie Hwy, Ste. 500 • Boca Raton, FL 33432

Most EGSA Distributor/Dealers say Certification will sharpen their competitive edge.

How will you sharpen yours?

Exciting news from EGSA

As part of its commitment to advancing professionalism within the On-Site Power industry, EGSA is proud to announce it has created the Electrical Generator Systems Technician Certification Program.

Why certification?

Professional certification has become the hallmark of nearly every industry in the United States today. A wide range of professions—from the practice of law to construction to auto repair to nursing—embrace certification for one simple reason: It helps advance the profession. Certification gives you a broader picture of how your employees should be performing and motivates them to enhance their skills and knowledge. It even helps you evaluate potential new hires.

Qualified, certified personnel

Today's technology is becoming increasingly complex; end-users—your customers—want to be assured that qualified, certified personnel are installing and maintaining their equipment. Your suppliers, likewise, want the assurance that maintenance and repairs are being performed by skilled technicians to guard against unnecessary returns or warranty repairs. Actively promoting certification to your technicians sends a message to those with whom you do business; it signifies your commitment to the highest of standards when it comes to the maintenance and repair of On-Site Power equipment.

Through rigorous testing, the program identifies generator technicians who have attained sufficient levels of skill, knowledge, and expertise to demonstrate proficiency in various aspects of generator set and On-Site Power generation systems maintenance and repair. Technicians who pass the test can proudly use the title "EGSA Certified Electrical Generator Systems Technician."



How does it benefit you?

EGSA Certification helps ensure that your technicians have the critical knowledge and skills to succeed in their jobs. Not only does certification increase productivity, it also promotes customer satisfaction. Plus, it lends an added level of credibility to your firm and sharpens your competitive edge.



After two years of study and preparation, the EGSA Electrical Generator Systems Technician Certification Program is finally a reality. As our members have said, "We have seen too many back-yard mechanics damage expensive equipment. This program will provide credibility for my company and will help build pride and a commitment from technicians to be the best." Check our website (www.egsa.org) for details about the program. If you have a specific question, contact EGSA Director of Education George Rowley at 561-750-5575 ext. 210 or via email at g.rowley@egsa.org.

About EGSA

EGSA is an international trade association whose members and interests span the globe. We are the world's largest association dedicated to serving the interests and needs of the On-Site Power industry.

EGSA was founded in 1965 by a half-dozen firms located in the Midwestern United States. Today, the Association has nearly 500 member firms. These manufacturers, manufacturer's representatives, distributor/dealers, energy management companies, engineers, end-users, service companies and others all have an active interest in On-Site Power generation. EGSA provides a wide range of services to meet the needs of its members and to benefit the On-Site Power industry as a whole.

To learn more about EGSA, visit us online at www.egsa.org or call our International Headquarters at (561) 750-5575.

Testing covers:

- Governors
- Automatic Transfer Switches
- Prime Movers
- Communication & Documentation
- Basic Electricity
- Engine Generator Instrumentation & Controls
- Voltage Regulators
- Multiple Generator Switchgear & Controls
- Generators/Alternators
- Troubleshooting System Problems
- Auxiliary Support Systems



Electrical Generating Systems Association

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www.egsa.org

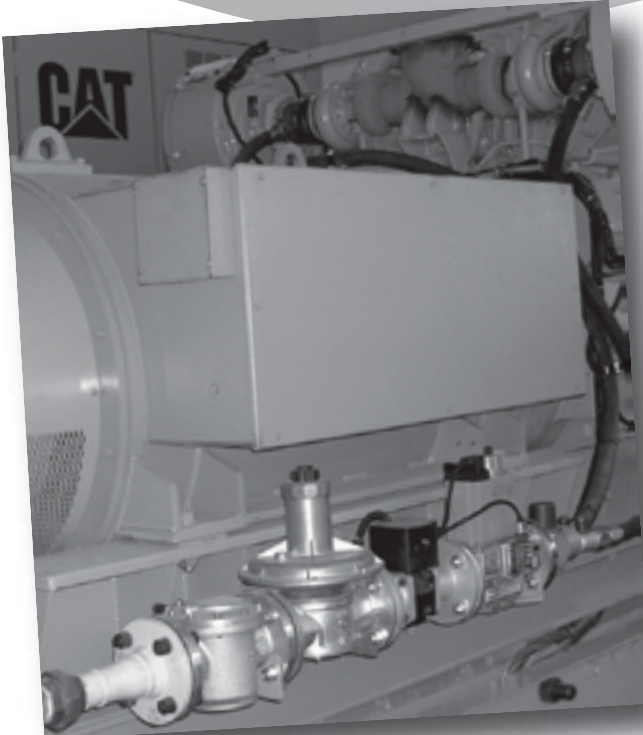
Bi-Fuel® POWERED

Innovative Bi-Fuel® solutions for a wide variety of diesel engine applications in the power generation, marine, and oil and gas industries.

The GTI Bi-Fuel® System from Altronic Controls offers an affordable and efficient means of operating industrial diesel engines utilizing both diesel and natural gas (or other available gas) as fuel sources. This innovative, patented system, which requires no modification to the internal components of the engine, allows for operation on natural gas for 50% to 75% of the fuel required to maintain the desired speed and load. Reduced fuel costs, extended run-time and reduced exhaust emissions are just a few of the benefits of Bi-Fuel® operation.

- **Converts industrial diesel engines to Bi-Fuel® operation by substituting up to 75% natural gas for diesel**
- **Increases standby generator runtime as much as 400% over all-diesel operation**
- **Lower operating fuel costs by using natural gas with return to 100% diesel operation at any time**
- **Allows use of available or interruptible gas supplies**
- **No modification to internal engine components**
- **Reduces requirements for on-site fuel storage**
- **Patented design ensures no loss of power or efficiency**
- **Natural gas burns cleaner; reduces exhaust emissions**
- **Low cost and easy to install**

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Application for Membership

ELECTRICAL GENERATING SYSTEMS ASSOCIATION

1650 South Dixie Highway, Suite 500, Boca Raton, FL 33432 • (561) 750-5575 • FAX (561) 395-8557

E-Mail: e-mail@egsa.org • World Wide Web: www.egsa.org

EGSA's mission is to bring together representatives of the various segments of the On-Site Power Industry, to learn, share ideas and experiences, advance the science of On-Site Power generation, improve performance and profitability of members, and the quality of service to power users.

1. Contact Information

Please type or print all information in upper and lower case (NOT ALL CAPS!)

Company _____
Address _____
City _____ State/Province _____
Zip/Postal Code _____ Country _____
Phone _____ FAX _____
Official Representative _____ Title _____
Representative's E-Mail _____ Company's Web Address _____
How did you hear about EGSA? ☐ Web site ☐ Powerline magazine ☐ Colleague ☐ POWER-GEN ☐ Other _____

2. Member Classification

Read the Membership classifications below and check the box that describes your firm's classification.

I. FULL MEMBERSHIP

- ☐ MF **Manufacturer Membership**
Any individual, sole proprietor, partnership or corporation seeking membership must apply for a Full Membership as a manufacturer if they meet one or more of the following criteria:
1. They manufacture prime movers for power generation.
 2. They manufacture generators or other power conversion devices producing electricity.
 3. They manufacture switchgear or electrical control devices.
 4. They manufacture or assemble generator sets, UPS systems, solar power, hydropower, geothermal, or any other power production or conversion system including related components or accessories for national or regional distribution.
 5. They are a wholly owned subsidiary of a firm which qualifies under rule one through four.
- ☐ DD **Distributor/Dealer Membership**
Any individual, sole proprietor, partnership or corporation actively engaged as a distributor or dealer for products listed under Manufacturer Membership may apply for Full Membership as a Distributor/Dealer. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.
- ☐ MR **Manufacturer's Representative Membership**
Any individual, sole proprietor, partnership or corporation actively engaged in the representation of products listed under Manufacturer Membership may apply for Full Membership as a Manufacturer's Representative. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.
- ☐ EM **Energy Management Company Membership**
Any individual, sole proprietor, partnership or corporation engaged in energy management, including Energy Service Companies (ESCOs), Independent Power Producers (IPPs), Integrators, Aggregators, and other similar enterprises may apply for Full Membership as an Energy Management Company.
- ☐ **Associate Full Membership** (mark appropriate category at right)
Any individual, sole proprietor, academic institution, student, partnership or corporation meeting the requirements of Associate Regular Membership may apply for Full Membership at their option to enjoy the privileges of Full Membership, including the rights to vote and to serve on EGSA's Board of Directors. Initiation fees and annual dues will be assessed at the existing non-manufacturers' Full Member rates.

II. ASSOCIATE REGULAR MEMBERSHIP

- ☐ AA **Trade Publication Membership**
Any trade publication dealing with the electrical generating systems industry or its suppliers may apply for Associate Membership—Trade Publications.
- ☐ AB **Trade Association Membership**
Any trade association made up of individual or company members sharing a common interest in the electrical generating systems industry may apply for Associate Membership—Allied Associations.
- ☐ AC **Engineer Membership**
Any consulting or specifying engineer may apply for Associate Membership—Engineer. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AD **End-User Membership**
Any individual employee of a company who owns or operates electrical generating equipment and/or related switchgear or components, whose responsibility to his employer includes planning, design, installation, supervision, or service of such equipment may apply for Associate Membership—User. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AE **Service Membership**
Any individual, organization or academic institution that offers services such as research, testing or repair to the electrical generating systems industry may apply for Associate Membership—Services. Membership may either be held in the individual's name or the organization's name under this classification. Individual companies whose employer or parent organization qualifies as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AG **Educational Institution Membership**
Any postsecondary vocational-technical school or college offering on-site power generation-related instruction may apply for Associate Membership—Education Institution.
- ☐ AR **Retiree Membership**
Any individual who retires from a member company may apply for Associate Membership—Retired. This classification does not apply to any individual who is employed more than 20 hours per week.
- ☐ AF **Student Membership**
Any individual currently enrolled at an academic institution may apply for Associate Membership—Student.

FOR BOARD OF DIRECTORS USE ONLY

☐ YES ☐ NO Date: _____
Name (Print) _____
Signature _____

FOR OFFICE USE ONLY

Amount Paid \$ _____ Check Number _____
Date Received _____ Date Processed _____
Mentor Assigned _____ Committee Interest _____

Application for Membership – page 2

Dues Schedule (Use for Section 3)

	Annual Dues	Initiation Fee	TOTAL
Manufacturer.....	\$800	\$200	\$1000
Energy Management Companies.....	\$800	\$200	\$1000
Distributor/Dealer.....	\$275	\$100	\$375
Manufacturer's Rep.....	\$275	\$100	\$375
Regular Associate Member.....	\$195	\$100	\$295
Full Associate Member.....	\$275	\$100	\$375
Retiree Member.....	\$85	\$0	\$85
Student Member	Complimentary.....	\$0	\$0

NOTE: A FULL 12-MONTH DUES PAYMENT MUST BE RECEIVED WITH THIS APPLICATION. The Association's Membership Year is January 1 through December 31. Dues payments that extend beyond the first Membership Year will be applied to the second year's dues.

FULL PAYMENT MUST BE RECEIVED WITH APPLICATION.

3. Membership Dues (Please fill in the appropriate TOTAL amount from the above dues schedule.)

Membership Dues \$ _____
Membership Plaque (optional)** \$ 39.95**
On-Site Power Reference Book (optional)** \$ 110.00**
Florida Residents: Add 6.5% Sales Tax to ** items \$ _____
Continental US Residents add \$5 shipping/handling to ** items. \$ _____
Non Continental US Residents should call EGSA
Headquarters for shipping charges for ** items. **TOTAL** \$ _____

4. Payment Method (Payable in US\$ drawn on U.S. bank, U.S. Money Order, or American Express)

☐ Check # _____ Amount \$ _____
☐ Money Order
☐ Mastercard ☐ Visa ☐ American Express
Card # _____ Exp. Date _____
Signature: _____
Print Name: _____

5. Products/Services Please describe the nature of your business (50 words or less, NOT ALL CAPS) If you are a Manufacturer's Representative or Distributor, please indicate which manufacturers you represent and/or distribute for:

Available Codes:

01 ---Batteries/Battery Chargers	15 ---Load Banks
02 ---Control/Annunciator Systems	16 ---Motor Generator Sets
04 ---Enclosures, Generator Set	17 ---Radiator/Heat Exchangers
05 ---Engines, Diesel or Gas	18 ---Relays, Protective or Synchronizing
06 ---Engines, Gas Turbine	19 ---Silencers/Exhaust Systems/Noise Abatement
07 ---Engine Starters/Starting Aids	20 ---Solenoids
08 ---Filters, Lube Oil, Fuel or Air	21 ---Switchgear and Transfer Switches (Automatic or Manual), Bypass Isolation Switches, and/or Switchgear Panels
28 ---Fuel Cells	22 ---Trailers, Generator Set
03 ---Fuel Tanks and Fuel Storage Systems	23 ---Transformers
09 ---Generator Laminations	24 ---Uninterruptible Power Supplies
10 ---Generator Sets	25 ---Vibration Isolators
11 ---Generators/Alternators	26 ---Voltage Regulators
12 ---Governors	27 ---Wiring Devices or Receptacles
13 ---Heat Recovery Systems	
14 ---Instruments and controls, including meters, gauges, relays, contactors, or switches	

Enter codes here:

Products sold: _____

Products rented: _____

Products serviced: _____

Do you buy AND sell equipment? ☐ Yes ☐ No

Do you manufacture packaged equipment? ☐ Yes ☐ No

6. Sponsor(s): A "Sponsor" is an EGSA Member who interested you in filling out this application. It is not mandatory that you have a sponsor for the Board to act favorably on this application; however, if a Member recommended that you consider membership, we request that individual's name and company name for our records.

Sponsor Name _____ Company Name _____

7. Official Representative's Authorization

Signature _____ Date _____

Association and Industry News

Vandale Named Project Engineer

Compliance Controls, LLC has announced that Kyle Vandale has been named Project Engineer for the Tulsa, OK based company. Compliance Controls is a joint venture of MIRATECH Corporation and FWMurphy for state-of-the-art, Windows®-based air-to-fuel ratio control systems for rich- and lean-burn stationary spark-ignited, natural gas-fueled engines. As Project Engineer, Vandale will apply his electromechanical hardware control skills to provide product support, technical development, service and training for the company's expanding line of air-fuel ratio control products.



Kyle Vandale

Vandale has completed coursework and studies for his Master of Science degree in Biosystems and Agricultural Engineering from Oklahoma State University, and is currently completing his thesis focusing on the development of an RF protocol suitable for ultra-low-cost, low power wireless sensory networks.

Compliance Controls President Kevin O'Sullivan said, "We're happy Compliance Controls' steady growth has provided the opportunity to attract a candidate of Kyle's caliber and we're proud to have him on our team. In addition to inside technical responsibilities, Kyle will also provide internal and external customer product training and field service support."

For more information, visit www.compliancecontrols.com.

Wright Named Service Technician

MIRATECH Corporation—a leading provider of emission solutions for stationary, reciprocating industrial engines—has announced that LaQuayne Wright has been named to a Service Technician position within the company's headquarters in Tulsa, OK.



LaQuayne Wright

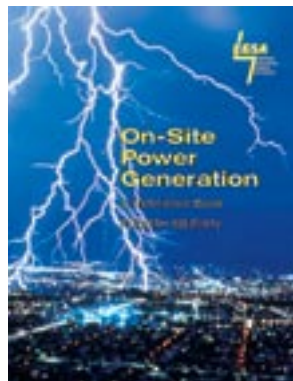
According to Pat Runnels, Technical Services Manager for MIRATECH, Wright's addition to the MIRATECH technical service team is part of the company's continuing commitment to U.S.-based product support.

Prior to joining the company, Wright was a Lead Engineer for the Tulsa division of Able Engineering/EDS and a 1st Class Stationary Engineer at the Tulsa operations of Carrier Corporation/Sabre. He holds an Associate Technology degree in Natural Gas Compression from Oklahoma State University, has expertise in electronics and holds four certification licenses in HVAC fields. His experience also includes an emphasis in troubleshooting electrical and mechanical systems.

MIRATECH Corporation provides engine emissions solutions to the North American Power Generation and Gas Compression markets. For more information, please visit www.miratechcorp.com. ■

Don't Forget The Book!

The EGSA *On-Site Power Reference Book*—the "bible" of the On-Site Power Industry—has been reprinted! Copies are now available for purchase!



Use the order form on page 35 of this issue!

GENERAL MANAGER — POWER GENERATION

Interstate PowerSystems is seeking a General Manager for our Power Generation Group.

Interstate PowerSystems is a diverse and vibrant industrial distributor based in the Twin Cities of Minneapolis/St. Paul. We are the factory authorized distributor for the power generation division of Kohler Co., and Waukesha engines. Interstate PowerSystems is part of Interstate Power Systems, Inc.—one of the 100 largest privately held companies in Minnesota. In 2005, we were ranked among the top five privately held companies for growth.

OBJECTIVE:

The General Manager for Power Generation will lead our team of sales professionals and reach key company objectives for customer satisfaction, growth and profitability. Some travel is required in this position.

RESPONSIBILITIES:

- Lead the sales team toward key growth and sales objectives
- Ensure proper staffing
- Develop plans for specific markets to increase sales penetration
- Coordinate efforts within multiple areas of the company to ensure projects are completed
- Monitor market conditions and make appropriate adjustments in the business
- Develop successful relationships with strategic partners
- Communicate upcoming changes in technology to customers and internal resources
- Continually improve our operations

REQUIRED SKILLS:

Successful candidates will have a proven ability to lead a team of people through change. Entrepreneurial spirit is encouraged, and a proven track record of innovation in applying products to markets to meet customer needs is a must. Basic ability to interpret financial statements as a measurement of business health is a plus. Strong organizational and communication skills are a must. A four-year college degree is preferred, but not required.

Interstate PowerSystems is a dynamic organization that offers top wages, a competitive benefits package, a great work environment and the opportunity for advancement.

Please e-mail your resume and salary requirements to PowerGenJob@Istate.com for immediate consideration. EOE.

INTERSTATE
PowerSystems

EGSA Job Bank

Power Systems Sales Representative

TAW Power Systems, Kohler Generator "Distributor of the Year 2006," is adding to its South Florida sales force. TAW sells Kohler generators in multiple markets in Florida and South Georgia. This position requires prior experience in generator sales. Must be able to travel, possess a good driving record and be computer literate. Salary with commission. E-mail a resume and salary history to ellen.donagan@tawinc.com or fax 813-612-2609. DFWP.AA/EOE. Web site www.tawinc.com

Technical Service Manager

Shindaiwa Construction Products

Provide technical support; prepare, present service school materials, bulletins, and other technical materials. Work directly with engineering department regarding product development, product issues. Requires electrical/mechanical aptitude, excellent communication skills, minimum 5 years experience in generator or related industry. Some travel required. Contact careers@shindaiwa.com.

Generator Technicians

Gen-Power Specialists, LLC. is seeking generator technicians for the San Francisco/Northbay Area, CA. Job duties include performing repairs, services, inspections, and start-up of generators and automatic transfer switches. Troubleshooting skills required. Email resume to aosborne@genpowerl.net. Or Fax: (707) 792-0925.

Generator Field Technician

TAW, Inc. is searching for experienced Generator Field Technicians in Orlando and Pompano Beach FL. Duties include: inspections, repairs, services and start-up of generators and ATS. Troubleshoot Generators and automatic transfer switches. E-mail resume to ellen.donagan@tawinc.com. Fax (813) 612-2609. AA/EOE. DFWP. Check out our web site www.tawinc.com.

EGSA Job Bank Guidelines—Looking to fill a position within your company? EGSA will publish, free of charge, EGSA Members' job openings and—space permitting—some of the applications submitted to the Job Bank. Blind box ads using the EGSA Job Bank address are available upon request. Companies who are not members of EGSA may utilize the Job Bank for a nominal fee of \$50. Please send your classified ad (limited to about 50 words) to: **EGSA Job Bank**, 1650 S. Dixie Highway, Suite 500, Boca Raton, FL 33432. Or, send it via e-mail it to: j.kellough@egsa.org

EMERGENCY POWER SYSTEM SPECIALISTS Generator Technician—Experienced

Emergency Systems Service Company in Quakertown, PA, a leading provider of emergency generator sets, has an immediate opening for a technician with a minimum of three years diesel engine/generator set background/experience. Responsibilities will involve troubleshooting, repair and the planned maintenance services of generator sets and peripheral equipment. A neat appearance, clean driving record and good people skills are required. We offer a highly attractive compensation with an outstanding benefits package. A company vehicle and additional training provided. If you are interested in becoming part of our team, please call **(215) 536-4973, ext. 25**.

Generator Technician—Apprentice

Emergency Systems Service Company in Quakertown, PA, a leading provider of emergency generator sets, has an immediate opening for a person with a strong mechanical/electrical background interested in a career in the power generation service field. Responsibilities will involve minor troubleshooting, repair and the planned maintenance services of generator sets and peripheral equipment. A neat appearance, clean driving record and good people skills are required. An outstanding benefits package, company vehicle and additional training provided. If you are interested in becoming part of our team, please call **(215) 536-4973, ext. 25**.

Position Wanted

Individual with over 20 years of significant sales/management experience in the engine and power generation industry. Proven marketing and sales management skills with a track record of growth and profitability improvement.

Extensive and diverse power systems market segment experience, including: Petroleum, Marine, Agricultural, Mining, Governmental, OEM, Distributed Generation, CHP, and Foreign Governments.

Excellent understanding of the used and surplus markets. College degree, excellent interpersonal skills, participative management style, and strong, customer-led attitude. Ability to quickly make sound decisions. Willing to relocate. Please send reply via e-mail to j.kellough@egsa.org.

Generator Field Service Technicians

Nixon Power Systems Company is in the process of recruiting trained service technicians at all four of our locations in Nashville, Louisville, Atlanta and Charlotte. Most positions are home based. We offer a competitive wage scale and a benefit package, including full health, dental and optical coverage, 401k plan and profit sharing. Company vehicles are provided for home-based positions. Relocation packages are available; we also offer paid factory training on an annual basis. Financial consideration will be given to EGSA Certified Technicians. Please contact Mylinda Vollet, HR Manager, for additional information at (888) 826-4966 ext. 2232 or email btowry@nixonpower.com

Senior Generator Technician

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